

**INTEROFFICE COMMUNICATION
COUNTY OF MILWAUKEE**

DATE: August 29, 2012

TO: Marina Dimitrijevic, Chairwoman - Milwaukee County Board of Supervisors

FROM: Héctor Colón, Director, Department of Health and Human Services
Prepared by: Paula Lucey, Administrator, Behavioral Health Division

SUBJECT: From the Director, Department of Health and Human Services, requesting authorization to increase the professional services contract with Hall, Render, Killian, Heath & Lyman for legal services related to contractual agreements between the Behavioral Health Division and third party payers relative to patient accounts

Issue

Section 56.30 of the Milwaukee County Code of General Ordinances requires County Board approval for professional service contracts of \$50,000 or greater. Per Section 56.30, the Director, Department of Health and Human Services (DHHS), is requesting authorization for the Behavioral Health Division (BHD) to increase the professional services contract with Hall, Render, Killian, Heath & Lyman by \$25,000, to a total of \$75,000.

Background

In 2010, Corporation Counsel began contracting with Hall, Render, Killian, Heath & Lyman on behalf of the Behavioral Health Division for legal representation in third party payer contracts. The initial contract was less than \$50,000 so it did not require County Board approval. Since that time, Hall, Render, Killian, Heath & Lyman has handled numerous issues for BHD, including the development of a contract template for use in contract negotiations with various health insurance companies and on-going contract review. This review has included the development of contract priorities and the review of contract drafts for Beacon Health Services, United Behavioral Health and ICARE.

Agreements with these third party payers represent a significant revenue stream for BHD, and establishing terms that minimize the County's risk exposure and may maximize reimbursement rates, which is crucial to the contracting process.

To date, BHD has paid Hall, Render, Killian, Heath & Lyman approximately \$46,000 in fees. In order to pay for the continued legal services for third party payer contract review and any new

matters that may arise in 2012 and 2013, BHD is requesting the authority to increase the contract amount by \$25,000, to a total of \$75,000.

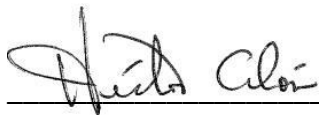
Recommendation

It is recommended that the professional services contract with Hall, Render, Killian, Heath & Lyman be increased by \$25,000, from \$50,000 to \$75,000, to allow for continued legal third party payer contract review.

Fiscal Impact

Sufficient funds exist within BHD's 2012 Budget for outside legal services such that the increase to the contract would not have a tax levy impact. A fiscal note form is attached.

Respectfully Submitted:



Héctor Colón, Director
Department of Health and Human Services

- cc: County Executive Chris Abele
Tia Torhorst, County Executive's Office
Kelly Bablitch, County Board
Pat Farley, Director – DAS
Craig Kammholz – Fiscal & Budget Administrator - DAS
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